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PARTNER SPOTLIGHT:

CHICAGOLAND HOME STAGING

FALL EVENT:

ALTER BREWING COMPANY

WEDNESDAY, OCTOBER 18TH

12PM - 3PM

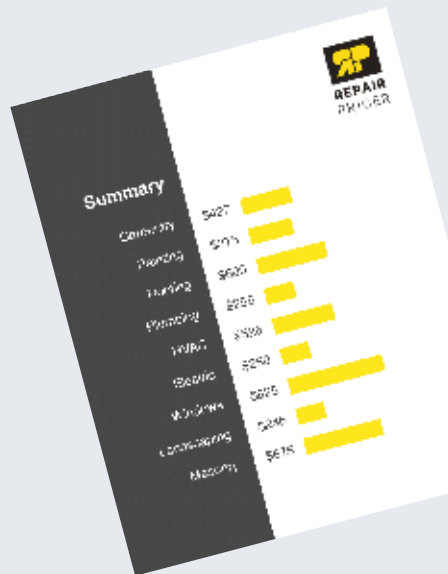
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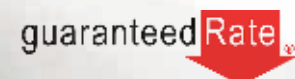
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NOTE
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Most of you who follow my wife or me on Facebook have already seen these photos. I was excited the day had finally come when all of our kids were in school all day, and we would both get an uninterrupted seven-hour time block from Monday through Friday to be productive. Then the reality set in that my oldest daughter could potentially be out of the house in four years. Questions of parenting inadequacies started to fill my mind like water bursting out of a dam. Have I spent enough quality time with her? Did we prepare her well enough for high school? Does she feel unconditionally loved by me? Am I sufficiently modeling what it looks like to love God, her mother, and her siblings?



Then I paused and realized that I was making it about me. Sometimes we get so caught up in raising and training our offspring, that we simply forget to enjoy their presence in our life. This past month I have been striving to make a conscious effort to appreciate the qualities and gifts each of our children bring to our family dynamic. My challenge to you is to do the same with the people you come in contact with whether it be during a real estate transaction, family gathering, or social event.

We are happy to announce that our fall event will take place at Alter Brewing Company in Downers Grove on Wednesday, October 18th from 12pm - 3pm! Details and the QR code to register can be found on page 38.

We can't wait to see you!



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Living Her Reason

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“My dad would always say, ‘People don’t say they’re going to work to have fun. They say they’re going to work for a reason,’” says REALTOR® Brittany Simon of Compass. “Even if you enjoy your profession, there will come a point where you have to be disciplined and driven to achieve results.”

This childhood lesson from her father set the foundation for Brittany’s approach to life and career. She watched as her parents worked extremely hard to attain their dreams, teaching by example that success is earned, not given. Brittany saw this was especially true in the real estate world, as proven by her mom and stepdad who worked in the industry.

“When I was sixteen, my stepdad was building houses near ours in Downers Grove,” she says. “I would often sit the open houses. I also had an inside look into how houses are designed and built. Even then,

I found the ability to help people with a basic need very interesting, yet I honestly thought I would never go into the business. But all roads kept pointing back to real estate.”

Brittany chose to study broadcast journalism at Ohio’s Miami University. In 2010, jobs were scarce for a recent graduate, so she accepted a position in ad sales in Chicago—the first opportunity that came her way. Immediately, she understood that it was not to be her long-term career.

“I realized corporate life was not for me,” says Brittany. “I craved flexibility and the ability to be creative.”

In short order, Brittany earned her real estate license, working as a broker while keeping her job in sales and event marketing. In 2015, she became a full-time REALTOR® and then formed her own team, the Brittany Simon Group, in 2019. In real estate, Brittany has found an environment and a job

where she can be creative with marketing and personal branding while continuing to hone her skills in sales.

“I realized that selling something to someone that they needed and wanted was a lot easier when I was passionate about the product and the process to get there,” Brittany explains. “My genuine ability to quickly build rapport and my background in real estate made the role of a broker a natural fit.”

“I love helping people. Truly, genuinely, helping people,” she continues, “especially those who may be at a disadvantage or overlooked because of their price points or because they will require more time and attention. These people deserve the best service as well, and I love showing people that if they want to own a home, I can make it happen. It may take some time and there may be more hoops to jump through, but I’ll help make those dreams a reality if they’ll do their part on what needs to be done.”



While connecting with her clients is an everyday pleasure for Brittany, so too is collaborating with her fellow agents.

“My ability to connect with other agents, especially on the other side of a transaction, has been a huge help in my ability to get clients to the closing table,” says Brittany. “I always aim to be part of the solution, not the problem.”

“ I LOVE HELPING PEOPLE. TRULY, GENUINELY, HELPING PEOPLE. ”

Around the same time that Brittany formed her own team, she started another new adventure: she became a mother. Brittany and her husband, Jason, now have two children: Phoenix (4) and Kash (2).

“Being a full-time mom and full-time REALTOR®—it takes a lot of finessing to make it work,” notes Brittany. “But somehow, my husband and I figure out our schedules so I can do what I do and be available to clients.”



Photo credit: Alina Tsvor



Brittany with her family.

Becoming a mom gave Brittany a fresh perspective on the home-buying and selling process. “I can see homes through a parent lens now too. I understand and can relate to why certain schools are important, or why it’s important to have a big yard or extra space to hide toys,” Brittany shares.

“I go the extra mile to have a genuine understanding of my clients’ goals and provide a path for them to get there, as well as the right information so they can make the best informed decisions for themselves. I feel that I’m successful because my clients and colleagues learn that I am true to my word and that I am always honest, even when it’s difficult and uncomfortable,” she says.

When she’s not working hard for her clients, Brittany gives back to her community through local organizations. She is active in One Tail at a Time, a pet rescue/adoption and medical care center. She also spends as much quality time with her young family as possible. They especially love boating at their lake house and traveling together.

Looking forward, Brittany aims to add an assistant or buyer’s agent to her team to help her keep up with her company’s growth. The fact that she’s had her best years in a challenging market, while juggling two young children, makes her excited and curious to see what’s possible in the future.

“It’s extremely rewarding, when I look back, to see how far I’ve come, and I know I have so much further to go—and that I can go,” she says. “The future looks very bright. I know the best is yet to come.”

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Kathy Lobkovich & Margaret Gehr

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Surviving
the Ride

Margaret Gehr, the founder and co-owner of Naperville-based Chicagoland Home Staging (CHS), started her business in 2005 and it steadily grew over the next five years. One day, out of the blue, she received an email from Kathy Lobkovich, now managing partner of CHS, who was interested in getting into the business. At that moment, Margaret wasn't quite ready then to add another person, but just three months later, it was clear she needed some help. So, she replied to Kathy, despite her being a complete stranger, and luckily this "blind date" turned out well.

After working together for a couple of years and realizing they had complementary skills, Margaret offered Kathy the opportunity to become a partner, and in 2011 they joined forces. The rest is history. "It's hard to believe it's been fifteen years since Margaret replied to my email—it only took her three months to answer me!" says Kathy, with a smile. "It has been a wild

ride ever since. Not only has our business grown, but so has our lasting friendship," she adds.

"The last few years [in the industry] have been a bit of a roller coaster ride," notes Margaret. "In my eighteen years in this business, I've never seen such a crazy real estate market. One week we would be completely booked, and the next, the schedule would be less hectic," she recalls, describing the last few years. "Fortunately, we have been able to pivot and keep our team together: we took this time to evaluate our services and find ways to improve and expand our offerings to help our clients."

Initially, CHS focused on improving the customer experience for both sellers and listing agents. This included ways to make a REALTOR'S® job easier and position them as the star of the transaction. CHS continues to support and educate their agent and real estate partners with office presentations, by sponsoring their causes, and by hosting networking events and open houses.



CHS then added a logistics team manager to the team to focus on improving efficiencies as well as raise their standards of exceptional service. They also improved their consultations for home sellers, which now include a follow-up report to make it easier for sellers to tackle their “to do” list.

“When we stage a home, our goal is to ‘wow’ our clients every time,” says Kathy. “Our professionally trained designers craft our staged rooms using a variety of techniques, so our projects feel real and relatable to buyers. “The luxury market was also impacted [by the market changes],” recalls Kathy. “But we continued to invest in higher quality furnishing and decor to ensure that we always produced the best results for our clients.” CHS has also expanded its reach beyond the western suburbs, staging luxury, and luxury lakefront properties in northern Indiana, Michigan, and Lake Geneva, Wisconsin.

After years of having home buyers request to buy the furnishings in their staged properties, CHS is delighted to now offer the furniture and decor for purchase. Margaret says, “I often hear that staging is what seals the deal for buyers.” And the idea of “turnkey” homes in a hectic market seems to have enhanced the chances for a yes for agents and sellers. “We were unable to get furniture for a while, and when



The Chicagoland Home Staging team.

“

**When we stage a home, our goal is to ‘wow’ our clients every time...
- Kathy**

”

we could, the prices had almost doubled in some cases. Fortunately, furniture is easier to come by now and shipping costs have subsided, allowing us to replace the items clients purchase,” says Kathy.

CHS now offers design services to homeowners that aren’t currently on the market, too. They help clients update their homes with color selections, lighting, and decor; and they continue to sell furniture and accessories in their second warehouse space. “We used to only have warehouse sales once or twice a year, but now we have a brick-and-mortar

“

**We are so grateful to have such a great team that makes the staging magic happen.
- Margaret**

”



Selecting the best pieces for their upcoming client.



The logistics crew at Chicagoland Home Staging.

warehouse space for both gently used and new items from our vendors,” says Kathy. “We currently have occasional days when it is open to the public, but mostly, clients visit with an appointment.” In-stock items are posted on CHS’s Facebook group, Chicagoland Home Outlet.

Margaret and Kathy take pride in the fact that they’ve been able to keep their team intact throughout the ups and downs of the last few years. “It takes all of us to be the best in the industry, as well as provide a platform to be creative and support our families,” states Kathy.

Looking forward, Margaret predicts there will be an increasingly competitive housing market that will require sellers and REALTORS® to evolve with the times. While staging has long been a difference-maker when it comes to getting higher sales prices—luxury and non-luxury homes alike—she sees the service as vital for all homes going forward.

“Sellers will realize that they will have to spend more time on how best to prepare and position their home—something they could have bypassed doing these last few years,” she says. “Also, REALTORS® are finding that even more [than before], they’ll have to provide a top-dollar presentation in order to get top dollar.”

Over the next several years, CHS will continue to focus on staging homes while they expand their services to include selling design and furniture to those interested, and remain innovative—continually find ways to offer additional services that will help their clients overcome the obstacles facing home buyers and sellers.

“We are so grateful to have such a great team that makes the staging magic happen,” states Margaret. “We are also blessed to have so many loyal clients who keep us going!”

To reach Margaret and Kathy and to learn more about the services Chicagoland Home Staging provides its clients, visit their website <https://chicagolandhomestaging.com> or call 815-577-2233.



► business article

By Debbie Pawlowicz

PRODUCTIVITY HACKS FOR HIGH-PERFORMING REALTORS®



If you're like many of the high-performing REALTORS® I know, you're likely lacking one critical resource: time. As you balance a long list of clients and inquiries in today's fast-moving market, you're probably feeling busier than ever. But you don't have to work day and night just because you're highly successful at what you do. In fact, there are several "advanced" productivity hacks I've seen my high-performing colleagues put in place that you can implement yourself to help you work smarter, not harder, as your real estate business continues to grow.

Use Artificial Intelligence to Manage Your Calendar

Your schedule might feel like an ever-evolving puzzle. After all, the most successful REALTORS® are highly responsive to their clients' needs and often have to drop everything to take clients to a newly listed property or deal with an issue on a pending sale. If you're anything like me, that can leave you playing "calendar Tetris" to find time to fit in administrative tasks, lead generation, and everything else you need to do to keep your business functioning effectively. But now, thanks to advancements in artificial intelligence (AI), you don't have to manage your calendar alone. Instead, you can use AI-based calendar apps, like the popular Motion, to automatically optimize your schedule. Motion's platform asks you to input your meetings, recurring tasks, to-do lists, and regular activities that go into managing your business. Then, it creates

an optimized schedule, working your tasks around your meetings, so you always have time to get the most important things done. Any time meetings move, such as when an unexpected showing pops up in your schedule, Motion will reconfigure your calendar to ensure you can fit everything in without working overtime.

Automate New Client Communication

You're a high performer, so you've likely put a humming lead-generation engine in place and receive a regular stream of inquiries from new clients. The downside? Managing new client communication can take precious time that you do not have. That's why you need to automate aspects of your new client communication workflow. Most of the CRM systems commonly used by REALTORS® have email automation features that will allow you to send "canned" email replies anytime you receive a new client inquiry. While these replies may be automated, they don't have to be impersonal. You can create many different automated emails for different types of inquiries, different buyer and seller personas, and more. In your automated emails, you can provide a link to a form that new clients can fill out to provide more information about what they're looking for (budget, property type, timeline, etc.). You can then follow up to schedule an initial conversation with those who are well-aligned with your ideal client profile. As an added bonus, your initial conversations will be informed by the information in the form that the potential new client has completed, so you can skip the small talk and dive right into building a meaningful relationship.

Outsource Administrative Tasks to a Virtual Assistant

There's no way around it: real estate requires a lot of administrative busywork. But that doesn't mean you have to be the one to do all of it. While high-performing REALTORS® have long used administrative assistants to support their work, having a full-time admin doesn't make sense for every agent. And today, it's not the only option. You can hire a virtual assistant for as many or as few hours as you need, or even to support a specific project or transaction, with no long-term commitment required. Transactly is one service known specifically for matching real estate agents with virtual assistants. Depending on your needs, you may also be well-served by the network of virtual assistants on sites like Upwork.com, that can help with things like video content creation and marketing materials development.

Delegate Your Social Media Presence to the Bots

Most high-performing agents have a healthy social media presence on channels like Facebook and LinkedIn. Today, managing social media might feel like it's becoming more time-consuming than ever, with the expectation that agents show up on a long list of platforms—everything from TikTok to the brand new

Threads. Finding time to create content is not easy when you're busy closing sales, but here again, artificial intelligence can help. You can use tools like Hootsuite to automatically generate social media posts for your various channels, and software like Canva to create accompanying images using AI technology. Then, you can outsource posting and community management to your newly hired virtual assistant.

With an AI-managed calendar and social media presence, automated client communication, and the support of a virtual assistant, you might just find yourself with something you haven't had in a while: extra time. Put these productivity hacks in place now and watch your business continue to grow while you enjoy more freedom to do the things you love.

By the Author:

Debbie Pawlowicz is the president of the Mainstreet Organization of REALTORS® Board of Directors. She is also the managing broker and owner of DPG Real Estate in Lisle, Illinois. In addition to her work in real estate, Pawlowicz is active in the community, currently serving as the Lisle Township Clerk, an elected official position; as a board member for the Lisle Education Foundation and the Lisle Chamber of Commerce; as well as being a member of many other organizations and charities.

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MEGAN McCLEARY

cover story

By Lauren Young
Photos by ABiV Photography

APPRECIATE WHERE YOU ARE

“Residential real estate is such an emotional business for our clients,” says Megan McCleary, a top-performing REALTOR® with McCleary Group at BHHSChicago. “We agents need to be a buffer in life’s big transitions.”

Megan’s own life has been marked by big transitions. Originally from Rochester, New York, she studied business marketing at the University of Dayton. Prior to real estate, Megan held various roles in multimedia advertising sales in established corporate environments and high-pressure Internet start-ups.

She took a step away from work for a few years while her two kids were young and became entrenched in the community, serving on the Monroe School PTO board and on philanthropic boards. But her daughter’s emerging passion pulled her back into the workforce.

“My daughter fell in love with competitive horseback riding, which is a very expensive sport,” Megan explains. “As a kid, I loved riding, but coming from a family of four girls it wasn’t in the cards for me. I wanted my daughter to be able to enjoy the only sport she ever loved, so I went back to work.”

In the meantime, Megan had become obsessed with real estate while building several personal

homes. “I loved everything about real estate,” she says. After an encouraging conversation with a good friend one day on her front porch, she felt motivated enough to jump into it as a career.

“I had developed relationships in my community, and was serving on several boards, including Hinsdale Junior Woman’s Club (HJWC) and the Infant Welfare Society, and was seen as a doer,” Megan adds. “Plus, I was in sales and advertising for many years. Collectively, my background was the perfect complement for a real estate career.”

Sure enough, it was a perfect fit: “I am so happy that I have a career that I truly love and doesn’t feel like work,” she says.

Drawing on her own experiences of enduring life’s changes, from day one Megan aimed to provide concierge-level services to her clients to help alleviate their stress in those situations. Through it all, she’s built her business on a foundation of integrity, and it has helped her maintain a stellar reputation with past and current clients alike. And she leans on her fantastic team to help her deliver maximum results.

“I rely on some key people to afford me more time to be with clients,” she says. Ingrid Ellithorpe handles operations and marketing. Jill Renner is the team’s professional interior designer, and she assists with preparing properties for the market.

In another life turn, Megan’s beloved husband, Tom, passed away last year. Despite her personal grief, Megan’s dedication to her clients remained steadfast. Her ability to overcome adversity and navigate through tough times speaks volumes about her resilience and determination.

Megan with her team: Jill Renner, professional designer, and Ingrid Ellithorpe, marketing and operations.

Submitted photo.



Megan with her son, Sean, and daughter, Anna.



“Losing my husband last year has been devastating,” Megan says. “He was the love of my life for twenty-five years, and an incredible husband, father, and friend. My career and my faith have kept me going during my darkest days.”

Over her eleven years as a REALTOR®, Megan’s definition of success has shifted. Despite

the everyday challenges to persevere, she completed her most successful sales volume last year too in 2022. Plus, she’s been ranked in the top 1 percent in the nation for BHHS per sales volume for over a decade.

“To me, success is more than a career,” she says. “But if you are asking about what defines success in my career, it’s to know that my clients are happy with the outcome and results of working with me.”

I AM SO HAPPY THAT I HAVE A CAREER THAT I TRULY LOVE AND DOESN'T FEEL LIKE WORK.

Part of that success includes having moments away from her thriving business. Megan cherishes the time she spends with her family, especially when traveling and exploring the world together. Ski trips to Deer Valley Resort in Utah and scuba diving adventures across the globe for many years have created cherished memories for her family.

Megan's journey in real estate is an inspiring tale of determination, resilience, and heart. As she continues to redefine success in the industry, she stays true to her values, striving to be a long-term resource and a trusted partner for her clients in the community she serves.

"After my challenges and triumphs," she shares, "the advice I give is to spend less energy worrying about where you want to be in life and more time appreciating exactly where you are."



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By Lauren Young
Photos by KDE Photography

NIKKI RICCI

FAMILY, HERITAGE, AND REAL ESTATE

“I am a very high-energy, type A personality,” says Nikki Ricci of Coldwell Banker Realty in Oak Brook. “You will never hear me say ‘I am tired’ at the end of the day.”

Nikki’s unstoppable energy and determination have been instrumental in building lasting relationships with her real estate clients and friends. Her passion for family and pride in her heritage drives her to provide ethical and professional services. Her success as a REALTOR® is deeply intertwined with her genuine care for people, established from her childhood experiences as an immigrant from Italy.

Nikki’s journey began in January 1955 when she, along with her parents and older brother, set sail from Italy onboard the U.S. Constitution and disembarked in bustling New York City. Next, they headed to Chicago, where family eagerly awaited their arrival in Little Italy. Her early years were spent immersing herself in the close-knit Italian community.

“I never forget my roots,” states Nikki. “Being raised by immigrant parents set an example [for me] of what it takes to succeed and secure a better life. It gave me a true appreciation for discipline and the benefits of hard work. In 1967, Nikki met future husband, Jon, at a dance at the Holiday Ballroom that used to stand on Milwaukee Avenue; they married in 1970. Over the next several years, Nikki would be a devoted stay-at-home mom to her two daughters.

She got her first taste of real estate when she assisted her parents in selling their Chicago bungalow. “Many of the people who inquired about my parents’ home asked if I was a REALTOR® and suggested I consider becoming an agent. I guess working with me was a pleasant experience,” she says, with a smile.

The praise she earned for her clear dedication to learning about the process and providing valuable insights to potential buyers gave her the encouragement to consider a real estate career.



“““

A first impression is a lasting impression is a belief I stand by both in my career and my personal life.

Wanting a new place to call home, Jon and Nikki decided to purchase a two-flat building in Chicago. Nikki was involved in her daughters’ lives—doing everything from school activities to dance classes, ice skating, and swim team, to chaperoning field trips. Nikki’s parents moved into the first floor, which allowed her to balance career and family responsibilities.

“Family was and is a priority,” affirms Nikki. “Having family meals at our home is one of our favorite ways to spend time together.”

In 1984, Jon and Nikki began to search for a new home based on amenities and schools. They decided that Oak Brook was the perfect location, but they couldn’t find the perfect house.

“After visits to many open houses and not finding what would meet our family’s needs, we finally decided to build our dream home,” Nikki explains. And she says that during the process, she learned the value of a great home and how to make it work, not only her family, but also for others. “Knowing my high energy level and seeing how much I enjoyed the process of building our home, Jon suggested that I might enjoy a career in real estate, and he was right. I am grateful for his encouragement and commitment to always stand by me. Jon is the one I can always count on to have my back.”

Now, nearly four decades into her career as a REALTOR®, Nikki relies on her unwavering energy and depth of experience to keep her motivated for clients.



Nikki with her husband, Jon.

“I firmly believe, when assisting any of my clients, that I would like to feel and know that I have assisted them in a very ethical and professional manner,” Nikki says. “I want to share any knowledge that I have acquired to their benefit in making a decision.”

In their life in Oak Brook, Nikki and Jon enjoy dining at the many fine restaurants there with family and new and old friends. Nikki especially enjoys spending time with close friends she met through the Oak Brook Women’s Club when she first arrived, and taking advantage of all the wonderful amenities the Oak Brook Park District has to offer. But her favorite thing to do is take an early morning stroll with Jon in Fullersburg Woods. Nikki is also a member of the Oak Brook Infant Welfare Auxiliary, where she is actively involved in the annual fundraiser for the Angel Harvey Family Health Center in Chicago.

When it comes to clients, Nikki says, “Over the years I have developed many new and old friendships and we continue to enjoy each other’s company. I love receiving postcards or notes from past clients with pictures of their grown children and grandchildren who were little when we first met.”

As she reflects on her career and life so far, Nikki finds joy in the friendships she has forged, watching families grow

and thrive, and sharing cherished moments with loved ones. Her experiences as an immigrant, a wife, a mother, and a real estate professional have shaped her into

the person she is today: a passionate, caring and determined individual who finds fulfillment in helping others and cherishing the ties that bind us all.

As she moves forward, Nikki continues to embrace each new chapter with her unwavering spirit and love for life. Her story stands as a testament to the power of family, heritage, and the connections we build throughout our lives. For her, all these things culminate into making a positive impact on others from the first moment she meets a new client.

“A first impression is a lasting impression’ is a belief I stand by both in my career and my personal life,” she says. “On a professional level, we [Nikki and the seller] have one chance to impress the buyer. On a personal level, my mission is for my clients to view me as a professional who creates trust by delivering real estate services with the highest degree of quality, value, and integrity,” Nikki continues. “In both situations, my mission is for everyone to have a “wow” experience. For me that is success.”

Nikki’s great success speaks for itself.



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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to August 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	62	\$50,082,375	55	\$37,622,700	117	\$87,705,075
2	Dawn	McKenna	21	\$45,631,500	19	\$27,560,170	40	\$73,191,670
3	Larysa	Domino	21	\$22,197,736	28	\$28,485,500	49	\$50,683,236
4	Kim	Dalasky	24	\$17,417,900	33	\$23,004,900	57	\$40,422,800
5	Kelly	Stetler	25	\$23,577,366	19	\$16,476,087	44	\$40,053,453
6	Lance	Kammes	44	\$19,078,051	46	\$18,310,951	90	\$37,389,002
7	Kris	Berger	14	\$18,083,500	11	\$19,197,400	25	\$37,280,900
8	Patricia	Wardlow	38	\$21,371,117	30	\$15,735,500	68	\$37,106,617
9	Lina	Shah	17	\$23,457,500	13	\$13,187,500	30	\$36,645,000
10	Bryan	Bomba	23	\$22,710,025	18	\$13,831,000	41	\$36,541,025
11	Pat	Murray	42	\$23,156,000	21	\$11,453,000	63	\$34,609,000
12	Linda	Feinstein	24	\$25,648,500	12	\$8,893,000	36	\$34,541,500
13	Maureen	Rooney	32	\$19,848,350	17	\$12,076,000	49	\$31,924,350
14	Tracy	Anderson	15	\$16,091,161	15	\$14,819,554	30	\$30,910,715
15	Christine	Wilczek	36	\$24,818,468	12	\$5,172,139	48	\$29,990,607
16	William	White	24	\$17,571,388	17	\$12,105,100	41	\$29,676,488
17	Nathan	Stillwell	30	\$17,825,967	18	\$11,258,500	48	\$29,084,467
18	Julie	Sutton	12	\$17,512,045	10	\$10,853,500	22	\$28,365,545
19	Julie	Schwager	29	\$18,002,500	18	\$9,777,000	47	\$27,779,500
20	Nicholas	Solano	44	\$27,456,374	0	\$0	44	\$27,456,374
21	Megan	McCleary	10	\$17,764,900	5	\$6,670,000	15	\$24,434,900
22	Sarah	Leonard	22	\$10,260,400	33	\$13,813,400	55	\$24,073,800
23	Ginny	Stewart	8	\$15,707,000	5	\$7,827,000	13	\$23,534,000
24	Linda	Little	48	\$21,395,745	0	\$0	48	\$21,395,745
25	Lori	Johannesson	19	\$14,557,602	11	\$6,386,101	30	\$20,943,703
26	Beth	Burt	12	\$12,395,000	7	\$7,800,000	19	\$20,195,000
27	Katie	Minott	10	\$11,962,389	8	\$7,362,379	18	\$19,324,768
28	Alice	Chin	14	\$9,205,000	16	\$9,713,025	30	\$18,918,025
29	Tom	Fosnot	34	\$12,479,186	18	\$5,311,200	52	\$17,790,386
30	Michael	Berg	30	\$13,293,684	9	\$4,428,130	39	\$17,721,814
31	Paul	Mancini	6	\$4,587,500	9	\$12,956,000	15	\$17,543,500
32	Trevor	Pauling	10	\$13,255,635	5	\$4,150,000	15	\$17,405,635
33	Vipin	Gulati	9	\$3,288,500	28	\$13,555,190	37	\$16,843,690
34	Justin	Greenberg	11	\$5,851,500	29	\$10,534,200	40	\$16,385,700

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jan	Morel	8	\$5,974,249	8	\$9,991,249	16	\$15,965,498
36	Margaret	Smego	8	\$7,261,000	7	\$8,543,000	15	\$15,804,000
37	Michael	LaFido	7	\$9,377,500	2	\$6,290,000	9	\$15,667,500
38	Elaine	Pagels	19	\$11,278,500	5	\$4,008,000	24	\$15,286,500
39	Natasha	Miller	15	\$10,677,000	6	\$4,503,000	21	\$15,180,000
40	Alexandra	Shaban	3	\$4,870,000	7	\$10,003,000	10	\$14,873,000
41	Penny	O'Brien	14	\$10,676,100	7	\$4,075,000	21	\$14,751,100
42	Ann	deVane	6	\$5,720,000	8	\$8,851,900	14	\$14,571,900
43	Paul	Baker	26	\$9,219,400	14	\$5,305,600	40	\$14,525,000
44	Kevin	Layton	6	\$5,230,900	12	\$9,282,309	18	\$14,513,209
45	Cindy	Purdom	7	\$5,339,900	13	\$8,878,400	20	\$14,218,300
46	Julie	Kaczor	16	\$9,582,300	7	\$4,433,870	23	\$14,016,170
47	Stacey	Harvey	7	\$4,822,100	10	\$8,714,000	17	\$13,536,100
48	Natalie	Weber	10	\$8,174,850	7	\$5,287,950	17	\$13,462,800
49	Diane	Coyle	16	\$7,447,500	13	\$5,971,700	29	\$13,419,200
50	Michael	Muisenga	8	\$7,084,853	7	\$6,270,900	15	\$13,355,753

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to August 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Courtney	Stach	11	\$10,616,500	3	\$2,469,000	14	\$13,085,500
52	Beth	Gorz	9	\$5,435,600	9	\$7,380,500	18	\$12,816,100
53	Lisa	Zeller-O'Malley	7	\$7,738,000	6	\$4,930,500	13	\$12,668,500
54	Bridget	Salela	6	\$6,759,839	9	\$5,905,339	15	\$12,665,178
55	Caroline	Senetar	15	\$8,308,666	7	\$4,267,900	22	\$12,576,566
56	Lisa	Byrne	15	\$9,311,500	6	\$3,147,900	21	\$12,459,400
57	Jeff	Stainer	10	\$7,073,316	10	\$5,308,900	20	\$12,382,216
58	John	Barry	10	\$10,684,210	3	\$1,665,900	13	\$12,350,110
59	Kelly	Kirchheimer	6	\$5,465,000	9	\$6,830,500	15	\$12,295,500
60	Diane	Salach	9	\$6,899,500	9	\$5,345,500	18	\$12,245,000
61	Cindy	Banks	26	\$9,646,300	8	\$2,248,617	34	\$11,894,917
62	Jennifer	Iaccino	9	\$7,025,000	9	\$4,865,900	18	\$11,890,900
63	Mary Beth	Ryan	7	\$3,568,101	9	\$8,257,000	16	\$11,825,101
64	Michael	Thornton	11	\$5,216,500	14	\$6,541,600	25	\$11,758,100
65	Ginny	Leamy	13	\$5,247,050	14	\$6,394,400	27	\$11,641,450
66	Michael	Odeh	17	\$6,332,844	11	\$5,128,500	28	\$11,461,344
67	Moin	Haque	2	\$1,200,000	8	\$10,073,001	10	\$11,273,001
68	Tom	Makinney	11	\$5,392,401	9	\$5,803,400	20	\$11,195,801
69	Diana	Ivas	7	\$6,010,500	2	\$5,050,000	9	\$11,060,500
70	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
71	Christopher	Lobrillo	37	\$10,935,575	0	\$0	37	\$10,935,575
72	Virginia	Jackson	9	\$5,877,600	8	\$5,042,000	17	\$10,919,600
73	Shelly	Perkowski	3	\$3,795,500	4	\$6,966,045	7	\$10,761,545
74	Simran	Dua	10	\$4,354,501	9	\$6,172,003	19	\$10,526,504
75	Jennifer	Drohan	12	\$5,205,300	5	\$5,295,000	17	\$10,500,300
76	Sophia	Su	12	\$6,414,000	8	\$4,005,330	20	\$10,419,330
77	Patti	Michels	11	\$7,917,900	4	\$2,485,400	15	\$10,403,300
78	Cathy	Balice	5	\$7,049,000	4	\$3,305,000	9	\$10,354,000
79	Laura	McGreal	8	\$4,531,500	9	\$5,768,000	17	\$10,299,500
80	David	Gust	11	\$6,359,250	4	\$3,627,500	15	\$9,986,750
81	Natalie	Ryan	4	\$6,719,000	6	\$3,160,000	10	\$9,879,000
82	Carrie	Foley	7	\$5,047,400	7	\$4,826,500	14	\$9,873,900
83	Tracy	Driscoll	12	\$8,059,500	3	\$1,790,000	15	\$9,849,500
84	Terri	Christian	12	\$9,788,000	0	\$0	12	\$9,788,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Renee	Hughes	11	\$6,834,600	6	\$2,809,500	17	\$9,644,100
86	Chris	Lukins	7	\$4,034,000	8	\$5,371,710	15	\$9,405,710
87	Bridget	Carroll	7	\$3,386,950	10	\$5,995,000	17	\$9,381,950
88	Eric	Logan	10	\$4,534,000	11	\$4,719,500	21	\$9,253,500
89	Linda	Conforti	6	\$4,524,750	5	\$4,657,000	11	\$9,181,750
90	Bernard	Cobb	9	\$5,370,000	7	\$3,798,600	16	\$9,168,600
91	Debbie	Obradovich	5	\$5,370,000	6	\$3,692,500	11	\$9,062,500
92	Denis	Horgan	12	\$5,749,000	7	\$3,209,000	19	\$8,958,000
93	Julie	Roback	12	\$5,146,150	9	\$3,756,400	21	\$8,902,550
94	Yvonne	Despinich	11	\$7,245,000	4	\$1,654,000	15	\$8,899,000
95	Eric	Andersen	6	\$4,237,000	9	\$4,656,150	15	\$8,893,150
96	Edward	Hall	10	\$5,252,284	7	\$3,620,500	17	\$8,872,784
97	Catherine	Bier	6	\$4,098,316	11	\$4,612,571	17	\$8,710,887
98	Mike	Long	11	\$5,073,400	6	\$3,577,000	17	\$8,650,400
99	Kelly	Bitto	6	\$4,630,000	4	\$4,005,135	10	\$8,635,135
100	Thomas	Pilafas	15	\$8,589,000	0	\$0	15	\$8,589,000

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to August 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	David	Swanson	5	\$2,733,999	8	\$5,769,000	13	\$8,502,999
102	Margaret	Giffin	6	\$4,213,450	9	\$4,255,050	15	\$8,468,500
103	Dimpi	Mittal	7	\$4,167,000	9	\$4,136,000	16	\$8,303,000
104	Walter	Burrell	7	\$4,936,200	2	\$3,255,000	9	\$8,191,200
105	Josie	Morrison	15	\$5,399,155	7	\$2,787,000	22	\$8,186,155
106	Angela	Corcione	9	\$4,331,100	6	\$3,807,000	15	\$8,138,100
107	Naveenasree	Ganesan	4	\$1,964,000	12	\$6,160,602	16	\$8,124,602
108	Kathy	McKinney	4	\$2,760,000	8	\$5,354,500	12	\$8,114,500
109	Jill	Clark	6	\$5,204,000	2	\$2,875,000	8	\$8,079,000
110	Jeff	Salhani	5	\$3,219,000	7	\$4,820,000	12	\$8,039,000
111	William	Anderson	4	\$2,240,000	7	\$5,764,500	11	\$8,004,500
112	Scott	Wiley	4	\$1,788,000	10	\$6,116,000	14	\$7,904,000
113	Christopher	Cobb	3	\$2,345,000	7	\$5,521,930	10	\$7,866,930
114	Beverly	Lannon	12	\$6,080,067	3	\$1,681,888	15	\$7,761,955
115	J	Maggio	3	\$4,760,000	4	\$2,996,710	7	\$7,756,710
116	Litsa	Lekatsos	7	\$3,540,500	8	\$4,132,000	15	\$7,672,500
117	Kimberly	Heller	11	\$3,774,102	8	\$3,845,800	19	\$7,619,902
118	Kim	Moustis	12	\$5,211,500	6	\$2,329,000	18	\$7,540,500
119	Cynthia	Windeler	13	\$6,199,100	3	\$1,305,000	16	\$7,504,100
120	Adam	Stary	12	\$4,953,438	6	\$2,542,000	18	\$7,495,438
121	Colleen	Verbiscer	5	\$4,335,000	4	\$3,137,500	9	\$7,472,500
122	Geri	McCafferty	4	\$3,165,000	4	\$4,293,000	8	\$7,458,000
123	Patrick	Roach	5	\$1,362,000	16	\$6,083,400	21	\$7,445,400
124	Gail	Niermeyer	5	\$3,827,000	5	\$3,603,000	10	\$7,430,000
125	David	Aranki	4	\$5,216,309	4	\$2,210,000	8	\$7,426,309
126	John	Wilt	11	\$5,381,906	5	\$2,021,000	16	\$7,402,906
127	Deb	Ritter	7	\$5,204,500	4	\$2,180,000	11	\$7,384,500
128	Craig	Foley	2	\$970,000	9	\$6,378,500	11	\$7,348,500
129	Margy	Sigerich	9	\$5,288,900	6	\$2,027,900	15	\$7,316,800
130	Holly	Pickens	7	\$4,890,000	4	\$2,409,500	11	\$7,299,500
131	Charles	McCann	14	\$4,881,000	7	\$2,397,500	21	\$7,278,500
132	Mike	McCurry	9	\$5,290,733	5	\$1,971,500	14	\$7,262,233
133	Sairavi	Suribhotla	2	\$1,168,000	9	\$6,088,356	11	\$7,256,356
134	Kimberly	Brown-Lewis	3	\$1,032,400	14	\$6,169,000	17	\$7,201,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Puneet	Kapoor	5	\$1,962,500	9	\$5,214,499	14	\$7,176,999
136	Karen	Reicher	4	\$3,798,900	6	\$3,289,900	10	\$7,088,800
137	Suzanne	Rizek	12	\$5,398,702	3	\$1,649,000	15	\$7,047,702
138	Lori	Jones	10	\$4,497,000	6	\$2,550,000	16	\$7,047,000
139	Betsy	Stavropoulos	8	\$3,146,400	6	\$3,899,500	14	\$7,045,900
140	Jennifer	Vande Lune	5	\$4,420,999	4	\$2,617,900	9	\$7,038,899
141	ElizaBeth	Schoonenberg	7	\$5,213,520	4	\$1,791,000	11	\$7,004,520
142	Courtney	Monaco	7	\$3,257,000	12	\$3,739,600	19	\$6,996,600
143	Marty	Dunne	5	\$2,513,000	3	\$4,454,000	8	\$6,967,000
144	Crystal	DeKalb	3	\$1,060,000	8	\$5,857,799	11	\$6,917,799
145	Joseph	Champagne	8	\$3,734,400	6	\$3,174,500	14	\$6,908,900
146	Misael	Chacon	15	\$6,699,762	1	\$178,662	16	\$6,878,424
147	Kris	Maranda	10	\$4,507,500	7	\$2,353,000	17	\$6,860,500
148	Jennifer	Newsom	5	\$4,233,600	4	\$2,614,000	9	\$6,847,600
149	Shawn-Daria	Dowd	6	\$3,744,500	6	\$3,096,000	12	\$6,840,500
150	Isabel	Wolf	2	\$1,085,500	6	\$5,706,480	8	\$6,791,980

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